

BEC商务英语中级口试指导（3）_商务英语考试_PDF转换
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https://www.100test.com/kao_ti2020/645/2021_2022_BEC_E5_95_86_E5_8A_A1_E8_c85_645329.htm

1.ROS (Return on sales) 销售利润 A: How about return on sales? B: 12%. A:销售利润是多少? B:12%。

2.Sales agreement 销售协议 A: We had the price agreement with the customer now. How about the sales agreement? B: That was signed as well. A:我们现在与客户有价格协议了,那么销售协议呢? B:也签了。

3.Sales show 销售展 A: There is a sales show next Sunday. Would you like to take a look? B: Why not? Im always interested in new cars. A:下周日有一次销售展,你能来看吗? B:为什么不呢?我对新车很感兴趣。

4.Salesman 推销员 A: What makes a good salesman? B: A good salesman wins the trust of the customer. A:怎样做一个好销售员? B:好的销售员要能赢得

顾客的信任。 5.Seal the deal 成交 A: Its been three months. We are still not able to seal the deal. B: The customer is backing off. We need to find out why. A:已经三个月了,我们还不能成交。 B:客户在退缩,我们得找找原因。

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